



# The U.S. Commercial Service and the World Trade Center of New Orleans Present **BANKING ON DEVELOPMENT**



## THE CONFERENCE ON PROVIDING SOLUTIONS AND CREATING OPPORTUNITIES FOR U.S. COMPANIES AT THE MULTILATERAL DEVELOPMENT BANKS

March 30, 2006

8:30am to 5:00pm (Registration starts at 7:30am)  
World Trade Center – The Plimsoll Club  
2 Canal Street, New Orleans, LA 70130

7:30am - 8:30am	<b>Registration and Continental Breakfast</b>
8:30 - 8:40	<b>Welcome to New Orleans</b>  Charles W. Nelson, President, World Trade Center  Don Hutchinson, Executive Assistant to the Mayor for Economic Development, City of New Orleans
8:40 - 8:45	<b>Opening Remarks</b>  Daniel John Bloom, Director Advocacy and Multilateral Development Bank Center
8:45 - 9:00	<b>The Accelerating Importance of the Multilateral Development Banks</b>  The Honorable Israel Hernandez, Assistant Secretary for Trade Promotion and Director General for the U.S. & Foreign Commercial Service
9:00 - 11:30	<b>Senior Commercial Officers at the Multilateral Development Banks will discuss their role and provide an overview of their respective Banks</b>  Panelists: Gene Harris, Senior Commercial Officer European Bank for Reconstruction and Development  Frank Foster, Senior Commercial Officer, Asian Development Bank  Rashida Petersen, Acting Senior Commercial Officer African Development Bank  Brian McCleary, Senior Commercial Officer Inter-American Development Bank  Will Center, Senior Commercial Officer, World Bank  Moderator: Diane Willkens, President and CEO Development Finance International, Inc.

11:30am - 12:30pm **Visiting U.S. Executive Directors' perspectives on the strategic direction of the MDBs, how the Banks are improving governance and transparency in less-developed countries, and advancing U.S. procurement opportunities**

Invited Panelists: Ambassador Cynthia Perry, U.S. Executive Director  
African Development Bank  
Ambassador Paul Speltz, U.S. Executive Director, Asian Development Bank  
The Honorable Hector Morales, U.S. Executive Director  
Inter-American Development Bank  
The Honorable Robert B. Holland, III, U.S. Executive Director  
The World Bank  
Gretchen Biery, Senior Advisor, U.S. Executive Director's Office  
European Bank for Reconstruction and Development

Moderator: Michael Olivier, Secretary of Economic Development, State of Louisiana

12:30 - 1:30 **Lunch**

### **Informational Training Sessions**

1:45 - 3:15 **Session A.** Success Stories: Constructing A Winning Bid  
Susana Florian, Senior Vice-President, Parsons Brinckerhoff  
**Session B.** Banking on the Private Sector: How to obtain MDB money for your project in emerging markets  
William A. Delphos, Managing Director, Delphos International, Ltd.  
**Session C.** ADB – Procurement of Goods & Civil Works – Part I  
Ignatius Santoso, Principal Procurement Specialist, ADB  
**Session D.** ADB – Procurement of Consulting Services – Part I  
Huang Yinguo, Principal Consulting Services Specialist, ADB

3:15 - 3:30 **Break**

3:30 - 5:00 **Session A.** Success Stories: Constructing A Winning Bid  
Susana Florian, Senior Vice-President, Parsons Brinckerhoff  
**Session B.** Banking on the Private Sector: How to obtain MDB money for your project in emerging markets  
William A. Delphos, Managing Director, Delphos International, Ltd.

**Session C.** ADB – Procurement of Goods & Civil Works – Part II  
Ignatius Santoso, Principal Procurement Specialist, ADB

**Session D.** ADB – Procurement of Consulting Services – Part II  
Huang Yinguo, Principal Consulting Services Specialist, ADB

5:00 - 6:30

**The Finale – A Closing Jazz Reception**

**Banking On Development  
Conference Co-Sponsors**

Delphos International, Ltd.  
Parsons Brinckerhoff  
City of New Orleans

Development Finance  
International, Inc.  
Louisiana Economic  
Development

Louis Armstrong New  
Orleans International Airport  
Port of New Orleans

**In Cooperation With**

National Foreign Trade Council  
U.S. Chamber of Commerce  
National Association of Manufacturers  
Bankers Association for Finance and Trade  
An Affiliate of the American Bankers Association  
Ark-La-Tex Regional Export & Technology Center  
Baton Rouge Center for World Affairs  
Consular Corps of New Orleans  
Hispanic Chamber of Commerce of Louisiana  
International Freight Forwarders and Customs Brokers Association of New Orleans  
International Trade Council/Red River Region  
Le Centre International de Lafayette  
Louisiana District Export Council  
Louisiana International Trade Center/SBDC  
Louisiana Tax Free Shopping  
Louisiana Technology Council  
Loyola College of Business Administration  
Propeller Club, Port of New Orleans  
World Affairs Council of New Orleans  
World Trade Club of Greater New Orleans